

- supporting the Canadian agri-food sector to increase its capability and capacity to supply competitive products.

The Agri-food Trade Service (ATS) is dedicated to providing services to Canadian exporters:

- ATS Online (Internet services);
- Enhanced Market Information and Intelligence Products;
- Canada's International Business Strategy for agriculture, food and beverages;
- AgFITT (International Trade Training);
- Agri-Food Specialists Abroad;
- International Trade Shows/Food and Investment Promotion;
- Organization of Trade and Investment Missions;
- Agri-Food Industry Market Strategies process;
- Agri-Food Trade 2000/ PEMD Agri-food (funding program).

Atlantic Canada Opportunities Agency (ACOA)

ACOA works to strengthen the international business performance of the Atlantic region by enhancing the capabilities of SMEs to establish and expand export activity. As a member of each Atlantic province's Regional Trade Network, ACOA has helped to coordinate trade activities and deliver services that complement and reinforce member services. Export has been incorporated into our Federal/Provincial Bilateral Agreements, and all Atlantic provinces have included trade as a key element in their Cooperation Economic Diversification Agreements.

ACOA's Business Development Program provides financial assistance to firms wishing to develop new export markets or other trade-related activities such as business expansion, export consultation services, product development or productivity improvement. Funding is also available to non-profit organizations such as trade associations, export business networks, export clubs and training institutes that provide export support services.

ACOA targets potential exporters and equips them with "export readiness" skills. The Export Option is promoted through information training and awareness sessions such as "Trade Outreach" and "Trade Orientation" seminars. The Agency has compiled a Trade Tool Kit to assist staff, provincial colleagues and export associations in counselling potential exporters. Access to market information and intelligence has also been an integral part of ACOA's trade strategy, with emphasis placed on the initiation of market and sector studies. As well, the trade strategy ensures that Atlantic exporting companies

are registered in WIN Exports, so that they may access DFAIT's Market Intelligence Information System.

Canada Economic Development for Quebec Regions (CED-Q)

CED-Q's market development priorities are: to take an active role within Team Canada Inc; to strengthen its partnerships with stakeholders, in order to allow more SMEs from various regions in Quebec to access government export resources; and to develop activities that will enable SMEs wishing to export to the U.S. to better define their target markets and become more export prepared.

Team Canada Inc:

As a network member, the Agency provides export advice and skills development support to companies, as well as access to strategic market information. The agency provides funding support to exporting companies through DFAIT's Program for Export Market Development (PEMD). It also seeks to increase Quebec SMEs awareness of international business opportunities by encouraging trade commissioners from abroad to visit the regions, and by mounting Export/Contact seminars. Finally, the agency promotes the use of the ExportSource web site by companies and intermediary groups.

Partnerships:

CED-Q helps develop and strengthen organizations that respond to enquiries from SMEs on market development, and has developed a trade mission service especially for new exporters in cooperation with the Montreal World Trade Centre. The agency has also helped bring about some fifteen partnership agreements with sector organizations in all regions of Quebec, in order to make the international network of Canadian Government expertise more easily accessible to Quebec SMEs.

Exports to the U.S.:

The Agency contributes to making Quebec SMEs export-prepared through NEXPRO-type export preparation programs, and by recruiting companies for NEBS programs. Following a partnership agreement with the École des hautes études commerciales, and in cooperation with DFAIT, young graduates prepare U.S. market studies in preparation for NEBS missions.

Canada Mortgage and Housing Corporation (CMHC)

CMHC is a Crown Corporation, created in 1946 to promote the construction of new houses, the repair and modernization of existing homes, and the improvement of housing and living conditions. Today, its mandate is in the areas of housing finance, assisted